

Message Text

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ACTION EA-10

INFO OCT-01 ISO-00 EB-07 /018 W

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R 130915Z MAY 75

FM AMEMBASSY SINGAPORE

TMIRUEHC/SECSTATE WASHDC 2562

INFO USDOC WASHDC

UNCLAS SINGAPORE 2010

E.O. 11652: N/A

TAGS: BEXP, SN

SUBJ: PRODUCT OPPORTUNITY: 1,000 BED SINGAPORE HOSPITAL

REF: STATE 109599

1. EMBASSY HAS BEEN INFORMED THAT FINAL FORMAL SPECS FOR NEW SINGAPORE GENERAL HOSPITAL EQUIPMENT WILL BE ISSUED END OF MAY OR FIRST WEEK OF JUNE. PICKER INT'L. CORP. IS REPRESENTED LOCALLY BY GETZ BROTHERS & CO. INC., WHICH IS A REGISTERED CONTRACTOR WITH GOS. THERE LRE, PICKER CONSIDERED PREQUALIFIED AS LONG AS BID MADE THROUGH GETZ BROTHERS, WHICH IN A POSITION TO GUARANTEE SERVICE AND MAINTENANCE ANY EQUIPMENT SOLD.

2. BASED ON INFORMAL CONTRACT WITH GOS CENTRAL SUPPLY OFFICE, WHICH IS PREPARING TENDER, EMBASSY HAS LEARNED THAT THREE U.S. MEDICAL EQUIPMENT SUPPLIERS IN ADDITION TO PICKER HAVE POTENTIAL INTEREST IN THIS OPPORTUNITY. THEY ARE CHATTANOOGA PHARMACAL, AMSCO, AND AIRSHIELDS INTERNATIONAL. INTERESTED FOREIGN SUPPLIERS ARE: SIEMANS (GERMANY), PHILLIPS (NETHERLANDS), BOC INTERNATIONAL (U.K.), VERENIGDE INSTRUMENTEN FABRIEKEN (NETHERLANDS) AND LIQUID AIR AUSTRALIA (AUSTRALIA).

3. IN VIEW OF POSSIBLE INTEREST IN THIS BID BY SEVERAL U.S. FIRMS, EMBASSY UNDERSTANDS IT IS NOGIN POSITION TO DISCUSS QUALIFICATIONS WITH GOS OF ONE SPECIFIC FIRM I.E. PICKER. HOWEVER, EMBASSY INTENDS SUPPORT IN ANY WAY POSSIBLE ALL U.S. SUPPLIERS WHICH SUBMIT BIDS AND WILL CONFIRM QUALIFICATIONS OF THESE FIRMS TO APPROPRIATE GOS OFFICIALS ONCE BIDS ARE IN.

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CRONK

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Message Attributes

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Disposition Event:
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